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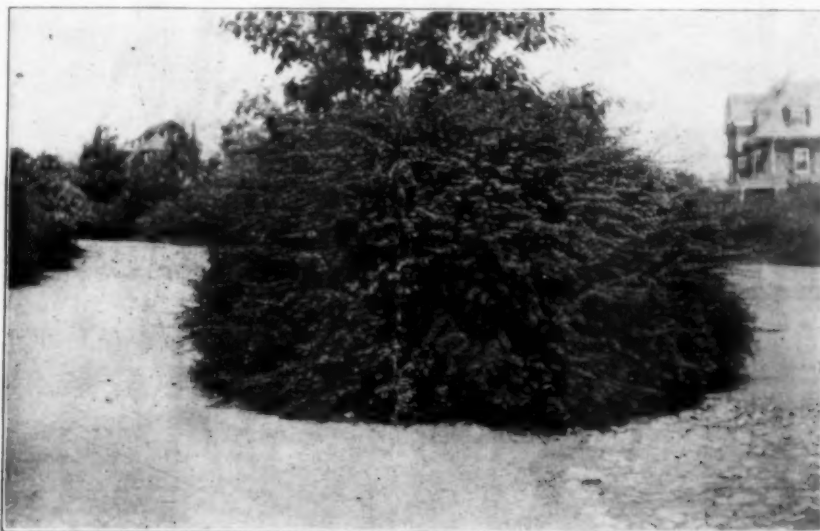
Vol. XII

AUGUST

No. 2

Useful In Many Ways== Beautiful At All Seasons

The Barberries are neat, dense growing shrubs, useful in many ways and beautiful at all seasons. Their masses of white, yellow or orange flowers are showy in spring, their leaves color brightly in fall, their scarlet, blue or black berries are persistent through most of the winter. Their dense growth and sharp spines form a hedge useful as well as ornamental. All sorts are perfectly hardy and will grow in any sunny, well-drained position.



BERBERIS THUNBERGII

Inimitably neat and dense in growth, yet quite graceful because of its drooping branches. The yellow flowers are followed by scarlet fruits persistent through most of the winter; the leaves color to scarlet and gold in autumn. For low hedges, borders of taller shrubs, planting around the bases of buildings, and a dozen other uses, the landscape gardener finds no other shrub so good.

PAINESVILLE
NURSERIES

The Storrs & Harrison Co. PAINESVILLE
OHIO

"SPECIALISTS IN WHATEVER WE PROPAGATE"

A Complete Variety List

Ornamentals, Fruits, Roses, Evergreens,
Clematis, Herbaceous Plants
for

Nurserymen, Dealers, Orchardists, Gardeners
and Landscape Architects

Lowest Prices Consistent With Quality

Our office and nurseries are situated on
the Rochester and Eastern R. R. only
one and one-half hours from Rochester

W. & T. Smith Company

GENEVA, N. Y.

700 Acres

63 Years

A BLUE ROSE

The Greatest Rose Novelty
of the Century

*It flowered with us this season
and was greatly admired*

The New Rambler (Violet Blue), hailed
by the German rose growers as the
forerunner of a genuinely cornflower
blue rose, is a seedling of Crimson
Rambler, very vigorous and hardy,
and full blooming.

Send for description and price.

Ellwanger & Barry

Mount Hope Nurseries

Rochester, N. Y.

FOR FALL 1910

We will have our usual assortment of

Fruits, both large and small

Shades,

Shrubs,

Perennials

and Forest Tree Seedlings

C. M. Hobbs & Sons

BRIDGEPORT, IND.

1910-For Fall and Spring-1911

WE INVITE CORRESPONDENCE NOW
REGARDING OUR

SPECIALTIES

CLEMATIS

ROSES

TREE HYDRANGEAS

AMPELOPSIS

PEONIES

IN ADDITION TO A COMPLETE STOCK OF

Fruits and Ornamentals
Jackson & Perkins Company

WHOLESALE ONLY

Growers of The Preferred Stock

NEWARK, (Near Rochester) - - NEW YORK

Field Grown Roses

A Fine Lot For Fall Shipment

Bride, Etoile de Lyon, Genl. Jacq., Helen Gould, Kaiserin. Meteor, Mrs. Peary, Mrs. Cant, Pink M. Cochet, MARECHAL NIEL, Ulrich Bruner, and a great many other sorts.

Send for List and Prices
J. Van Lindley Nursery Co.,
Pomona, N. C.

AMERICAN FRUITS TRADE DIRECTORY

1910 Edition

† Compiled from Official Reports.

† Contains Names of Nurserymen who are Actually in Business in Every State in the Union and in Canada.

Price, \$1.00

GRAPE VINES

A SPECIALTY

T. S. Hubbard Company
FREDONIA, N. Y.

Established 43 Years

We offer for spring trade a large and complete stock of one and two year old GRAPE VINES in strong grades for nurserymen and dealers' trade.

We also have an extra nice stock of one year CURRANTS.

Send us your want list for prices.

CHERRY OFFER

WE offer the trade, in car lots f. o. b. Huntsville, Ala., 75,000 2-yr. cherry, Alabama grown, made up of the following varieties:

Black Tartarian	Dyehouse
Montmorencies	Napoleon
Early Richmond	Suda
Ger. Ostheimer	Windsor
Governor Wood	Wragg

also extra fine 1-yr. and 2-yr. cherry Louisiana and Dansville grown. Special price on car-lots.

Quotations will be promptly submitted on application. Quick action is suggested.

Stark Bro's Nurseries & Orchards Co.

General Nurserymen

Louisiana, Missouri U. S. A.

Now is the time to figure on your wants for **Spring 1910**

We are ready to quote lowest prices on Ornamental Trees, Shrubs, and Tree Seedlings for FALL DELIVERY, 1910. If in need of genuine Catalpa Speciosa or Black Locust Seedlings, write for prices. We have them in any quantity.

The Willadean Nurseries
Warsaw, Kentucky

FRUIT TREE STOCKS

Our wholesale trade list, quoting prices for all sizes and sorts of fruit tree stocks, as well as Ornamental Stocks, is now distributed. In case you have not received it, ask for the same. It is mailed free on application.

WE HAVE NO AGENTS

WRITE DIRECT TO US

TRANSON BROTHERS & D. DAUVESSE'S NURSERIES

BARBIER & COMPANY, Successors

16 Route d' Olivet

Orleans, France

American Fruits

Chief International Journal of the Nursery Trade

Entered August 4, 1904, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XI

ROCHESTER, N. Y., AUGUST, 1910

No. 2

Pacific Coast Association of Nurserymen

Eighth Annual Meeting in Walla Walla the Largest Ever Held--Milton Nursery Company's Entertainment a Feature--George C. Roeding, Fresno, Cal., Elected President--C. A. Tonneson, Tacoma, Secretary-Treasurer

THE eighth annual meeting of the Pacific Coast Association of Nurserymen closed its session in Walla Walla on July 14th. It was the largest and most representative meeting ever held, the states of California, Utah, Idaho, Oregon, Washington, Montana and the province of British Columbia all being well represented.

The program as arranged was carried out very completely, and much business of importance to the nurserymen of the Pacific Coast was transacted. The entertainment provided by the Milton Nursery Co., of Milton, Ore., was a feature which will never be forgotten. The trolley ride from Walla Walla to Milton, Ore., afforded members an opportunity to see the country, and the ride through the nurseries in automobiles and carriages gave them a chance to see great blocks of trees uniform and free from insects, the entire nursery without a weed. A picnic luncheon was ready for the members at the residence of the senior member of the firm, Mr. A. Miller, which was greatly relished. High tributes of praise were expressed by both the local people and visiting nurserymen with reference to the work of this firm as to the careful manner in which every detail of their nursery work is planned and carried on. It was the general feeling among members that words failed to express the high ideal to which this firm had attained in every part of their work, and it certainly was a great object lesson to most of those present, all being impressed with the feeling that the profession was highly honored through this ideal plant.

The Commercial Club of Walla Walla entertained royally at an informal reception on the evening of July 12th. Pleasant addresses were made on the part of the local people and the nurserymen, and all enjoyed the event immensely.

It was decided to hold the next convention in California probably at San Jose, first Wednesday after June 20th, 1911.

George C. Roeding of Fresno, Cal., who was very popular throughout the entire session, was elected president. The other officers elected were: State vice-presidents—for Washington, George Peaslee, Clarkston; for Oregon, J. B. Pilkington, Portland; for Utah, E. M. Tyson of Brigham City; California, W. B. Eberly, of Niles; for Montana, D. J. Tighe of Billings; for Idaho, C. P. Hartley, of Emmett; British Columbia, Richard Laritz, Victoria. C. A. Tonneson, Tacoma, Wash., was re-elected secretary and treasurer. The committees are as follows:

Reception—C. F. Breithaupt, Richland, Wash.; C. W. Howard, Hemet, Cal.; and F. X. Bouillard, Chico, Cal.

Executive—A. McGill, Salem, Ore.; Leonard Coates, Morganhill, Cal., and J. A. Stewart, Christopher, Wash.

Transportation—Albert Brownell, Portland, J. B. Pilkington, Portland, and F. A. Wiggins, Toppenish, Wash.

Legislative—M. McDonald, Orenco, Ore.; P. A. Dix, Roy, Utah; Chas. A. Chambers, Fresno, Cal.; C. P. Hartley, Emmett, Idaho; A. Eckert, Detroit, Wash.; J. Tighe, Billings, Mont., and F. R. E. DeHart, Kelowna, B. C.

Judiciary—C. J. Atwood, Toppenish,

Wash.; Orin Wheeler, San Jose, Cal., and H. A. Lewis, Russellville, Ore.

Membership—S. A. Miller, Milton, Ore.; F. K. Spaulding, Sunnyside, Wash., and John Armstrong, Ontario, Cal.



S. A. Miller, Milton, Oregon.

French Strawberry Imported

Stanfield, Ore.—Prof. Charles Marchand, French chemist, has shipped six sacks of volcanic ash from Stanfield to Portland to be used there in his private experiment station. He has lately imported some strawberry seed from France and expects to make Stanfield famous for this particular variety of berry. In France this variety of berry bears four crops a season, the first crop in June, the second in July, third in August and the fourth about the 1st of October. Prof. Marchand believes that the climate in Stanfield, which is much like that near Sautesnes in France, will be very favorable for the growth of this variety of strawberry.

Orange Grove On a Train

Californians are famous for their advertising stunts, but the most unique one they have yet pulled off was the reproduction of a southern California orange grove with the ripe golden fruit still on the trees, at Detroit during the week of the Elks' reunion and grand lodge meeting.

Several car loads of orange and other California fruits were kept on hand at the headquarters for free distribution to the throngs which filled the city eager for something from the far-off sections.

4000 Acres Reclaimed

Four thousand acres of fruit lands have been reclaimed just east of Payette, Idaho, by the completion of the Payette Heights Irrigation project.

Northwestern Fruit, \$29,000,000

Spokane, Wash.—Buyers for commission houses in New York, Chicago, Boston, Philadelphia and other large distributing centers, traveling in the Northwestern and Pacific States, estimate that 15,000 cars or from 9,500,000 to 10,000,000 boxes of apples, suitable for Eastern markets, will be shipped from commercial orchards in Washington, California, Colorado, Oregon, Idaho, Montana and Utah this season. It also is estimated that between 3,000 and 4,000 cars will be required to supply the local and European trade.

The market value of the crop for the several states is placed at \$27,000,000 to \$29,000,000 at present prices, which are likely to advance because of the decreased crops in Ohio, Missouri, and other central apple states.

Governor Favors Fruit Growers

Sacramento, Cal.—"Governor Gillett is the only executive officer California has ever had who took the pains and spared the time to sit through a convention of fruit growers. He spent a day and night with us, last year, at Watsonville," said Horticultural Commissioner Jeffrey, at the convention of the county horticulturists of the State, soon after the body assembled.

The words were inspired by the fact that the governor was not only present at the convention, but also delivered an earnest and eloquent address of welcome to the fruit men.

"I hope," said the governor, "when I retire from office that you will place a man in the governor's chair who will be constantly with you in your efforts to bring the fruit industry up to where it belongs and who never forgets the great fruit interests of this State."

Redlands Orange Prospects

Redlands, Cal.—The outlook at this time for next season is pleasing the growers. The new fruit has set remarkably well on the trees and is well scattered, on the inside as well as the outside of the trees, and on the north as well as the south side. As yet there has been no heavy June drop, which was responsible for the small crop of this year. Indications, therefore, point to an unusually heavy crop. The small fruit is attaining good size and though some of it naturally must drop, there will be all the trees can carry to maturity. Unless the drop is unprecedented there is a probability of the Redlands district shipments going over the 5000 mark for the first time next season, much new acreage coming into bearing and helping swell the total.

Standard Apple Box in West

Spokane, Wash.—Montana has adopted the Washington standard apple box, according to H. A. Breitenstein, secretary of the Chamber of Commerce at Missoula. This action practically lines up the entire northwest for the Washington standard box, and both the northwest and a large part of the middle west growers, are now using the size decided upon by the apple growers of this state as being best adapted to the proper shipment of apples.

No Prices In Nursery Advertising

Policy Persistently Maintained by AMERICAN FRUITS is Heartily Indorsed in Resolutions and Addresses at Annual Meeting of Pacific Coast Nurserymen's Association

FOLLOWING an able address by Albert Brownell, of Portland, Ore., on the subject, "Effect of Price Quotations in Nursery Advertising," the Pacific Coast Nurserymen's association, at its annual meeting in Walla Walla, Wash., last month adopted the following resolutions, condemnatory of such practice:

"Resolved, That the quoting of prices in nursery advertising is demoralizing to the interests of all legitimate nurserymen, and should be discouraged, and we recommend that we lend our moral and substantial support to such journals as uphold our interests by refusing to publish such advertisements."

The resolutions were introduced by C. J. Atwood, of Toppish, and their adoption was unanimous. Following is the address of Mr. Brownell, which resulted in the presentation of the resolutions:

"It is our firm belief that the quotation of prices in nursery advertising is detrimental, not only to the best interests of the party advertising prices, but also to their competitors, their customers and the horticultural interests at large.

"It is detrimental to their own interests as it has a tendency to cheapen their product, not only in price, but also in quality—for that must follow in the general order of things—and in cheapening their product the tendency will be to cheapen the product of their competitors, who will no doubt meet their prices with one just a little lower, and so a merry war will be begun, which may result in a complete demoralization of prices and depreciation in the quality of stock grown.

"It is detrimental to your customers and horticultural interests generally in as much as it is not cheaper prices that are needed by the planter, but better service and better stock, and we believe the competition among us should be along the line of service and quality and not in prices.

"During the nineties, when most of the nurserymen of the northwest were practically bankrupt, two neighboring nurserymen who were practically in that condition, were discussing ways and means whereby they might weather the storm. A said he should cut down the expense of growing to a minimum, or in other words, put as little work on stock as would possibly make it saleable. Sell at a low figure and make the low prices his chief feature in advertising.

"B, on the other hand, thought quality and service would win in the long run, and stated his intention to continue to put all the work necessary on his stock to make it strictly first class in every respect.

"After ten years of struggle and hard work, A was still heavily in debt, and was glad to finally sell out his business, as it was not profitable. While B had entirely paid off a still heavier indebtedness, and had a good paying business.

"Most of our horticultural journals now recognize that price quotations are not advisable, and that the majority of our nurserymen do not favor them, and have respected our wishes in this matter. We highly appreciate the stand they have taken as we know it has in some instances resulted in considerable immediate loss to them, and we think they merit a very generous support from us when we place our advertising matter."

Peaches in Texas

Roland Morrill of Benton Harbor and Morrill, Tex., was in Grand Rapids, Mich., recently conferring with the local fruit men interested with him in a Texas peach orchard of 1,200 acres. While there he placed an order with the Belknap Wagon company for 23 orchard wagons to be shipped as soon as they can be made.

"The prospects now are for a big crop of peaches," said Mr. Morrill. I estimate, if nothing happens, we will have 300 or 400 carloads to ship."

Western New York Fruit

Rochester, N. Y.—According to report on investigations from reliable parties throughout Western New York, the prospects for fruits generally are good. The apple crop, the most important of all fruits in Western New York, is showing generally a good prospect. The Baldwin variety which is our mainstay, is the one which has the best conditions and one which is by far the most important, bearing a far larger percentage of apples per tree than any other variety as an average. The prospects generally on this variety on well cared for orchards, average from fair to good; in some sections exceptionally fine.

This is especially true in Monroe county and what is known as the lake belt, and has about the same conditions in other important counties excepting certain localities, where either the weather conditions or the soil do not show the result and the prospect as good as other sections. The Greening variety is also showing up exceptionally well, although not always so considered by the growers.

Generally the King apple is showing a good quality with fair quantity on the trees, but Twenty Ounce are very light. This is also more or less true regarding Russets, which had an exceptionally good crop last year. Northern Spies are only showing up fair where the crop was not too heavy last season.

Earning Several Millions Per Year

Happy, indeed, must be Boston, or more accurately, the 6,617 individuals resident thereabout, in the ownership of the shares of the world's signally successful banana industry, otherwise known as the United Fruit Company, whose treasury, always bulging with earnings.

The company has paid 18 per cent, dividends during each of the past two years, and as the earnings for the current year are likely to be very substantially over 30 per cent, at least, a continuation of the recent liberal dividend rate is anticipated.

While its principal business is in bananas, the company has many other sources of revenue. Its fleet of seventy boats which ply between New York, Boston, Philadelphia and other eastern ports, and the tropics are receiving an annually increasing amount of freight and passenger traffic, from which alone the company's earnings now aggregate well up toward the rate of a million dollars a year. The company also owns a half interest in an European steamship line running from Jamaica and other tropical ports. In its property holdings is included 367 miles of railroad, 442,957 acres of banana land, and 24,988 acres of sugar land.

The banana trade, which is the company's principal source of income, is of much larger proportion than is generally appreciated. While the exact figures are not available, it is understood that while ten years ago the importation of bananas was round 10,000,000 bunches a year, at the present time the importations are well up towards 30,000,000 bunches a year.

The company has more than 30,000 employees.

Largest Idaho Nursery

Emmett, Idaho—A short distance from Emmett is located the largest nursery in Idaho, belonging to C. P. Hartley, who has 140 acres in nursery stock growing. Mr. Hartley is preparing for the biggest business in his history next spring. In his nursery he has more than 1,000,000 apple trees growing, 700,000 of which are grafts and 300,000 seedlings. And he has 100,000 peach trees coming on. Last fall he planted 10 acres to peach seeds.

This spring Mr. Hartley sold more than \$20,000 worth of trees, mostly apples.

President W. P. Stark Interested

St. Louis, Mo.—Orchardists and berry growers of Missouri, with the assistance of the State Board of Horticulture, which met last month at the Southern Hotel, are planning a campaign of State boosting which they expect will be beneficial.

Meetings in various parts of the State, which will include fruit displays and lectures on soil, crops and allied subjects, are suggested as a feature of the campaign.

Those who attended the meeting were: R. M. Hitt, president, of Koshkonong; T. C. Wilson, first vice-president, of Columbia; W. T. Flournoy, treasurer, of Marionville; W. P. Stark, of Louisiana, C. H. Dietcher of Warrensburg, Professor H. A. Gass of Jefferson City, W. L. Howard, secretary, of Columbia.

Besides the fruit meetings to be held this fall, there will be a mammoth display of fruit at the National Land Congress to be held in St. Louis, December 15. Emphasis is to be laid on the diversity of Missouri's climate and soil by showing what the State is doing in the way of producing special crops. A great strawberry convention will be held at Neosho some time this fall. At this convention prominent growers of the berry will discuss methods of fertilizing, cultivating the plants, and the picking, packing, grading and marketing the fruit.

It was decided that Missouri is behind other States in laws providing for the inspection of nurseries and orchards to prevent the spread of disease and fruit insects, and a movement was fathered to ask the co-operation of the experimental stations of the State as well as the nurserymen's and fruit growers organizations to the end that suitable legislation may be enacted by the next Legislature. The nurserymen already have expressed a willingness to have their plant collections rigidly inspected annually. A State Inspector will be asked.

At the meeting it was voted to hold a winter horticultural institute at Columbia during farmers' week, the second week of January. In connection with this meeting will be given a programme of papers and discussion of topics of interest to fruit growers. The greatest fruit show ever held at such a meeting also will be held at that time. Several hundred dollars in prizes will be offered by the board.

Melons Without Seeds

Greeley, Colo.—E. P. House, who is called the Luther Burbank of northern Colorado, says he soon will give the world a seedless watermelon.

Last year he produced a melon remarkable for its few seeds, and before the present season is closed he expects to develop one without any seeds at all.

House's latest production is a combination celery-asparagus plant, obtained by crossing celery and asparagus. From the one plant he will get asparagus this season and celery later in the year.

House's experiments with grains, grasses and plants on his ranch west of Greeley have attracted the attention of the agricultural department and the government has sent representatives to get specimens from his fields.

Pure Kerosene with Atomizer

A Pennsylvania fruit grower reports success in spraying with pure kerosene during the growing season. He uses a small, two-ounce atomizer, sold at drug stores. It reduces the kerosene to a very fine spray or mist, and does not drench or cover the foliage and fruit. It is claimed that by spraying in this way, and using great care, such pests as plant and tree lice, grape hoppers and the like are killed without injury to the trees or plants. This fruit grower carries the atomizer with him, and applies the kerosene mist whenever he notices insect pests.

A Question Of Tremendous Importance

Relation of Plants to Climate--The Happiness of Hundreds of Thousands Dependent Upon It--Methods of Southern France Employed by American Siberia

By Prof. N. E. Hansen

IN our tree planting we do not, as a state, pay sufficient attention to the source of our tree seeds. In the Black Hills we have two of the finest evergreens in the world, especially adapted to our prairie, but at the present it is cheaper to get seed of other trees from southern Europe, which is worth less for our conditions, than it is to have seed gathered in the hills. In my work with orchard and small fruit my belief has been that the native fruits should be improved whenever possible. The sand cherry, for example, a favorite fruit of the Indians along the Cheyenne river and elsewhere in this state, has been successfully crossed with choice Japanese plums, giving us varieties like the sapa and opata, which are worthy of any orchard in the northwest. The wild plum crossed with the Chinese apricot and Japanese plums has given us fruits of high quality, firm flesh and large size.

Furthermore, raspberries of good size and quality and hardly without winter protection have been developed from the wild raspberry of the Dakotas and the Canadian northwest, by crossing with the tame eastern variety.

In our work we should not be guided wholly by degrees of latitude. Peaches are raised in British Columbia, something impossible straight east on the open prairie, and far to the south. Isothermal lines and the amount and distribution of precipitation are a much safer guide as to agricultural possibilities. Farming is carried on in Norway at seventy degrees north latitude, because heat is imported from America in the gulf stream. The gulf stream laps over the North cape somewhat and modifies the climate of northeastern Siberia; while the coldest spot on the north hemisphere is the cold center in northeastern Siberia, far from the influence of the Japanese and the gulf current. Similar conditions obtain along our Alaska coast with the Japanese current. Over the mountains into the interior climatic conditions are vastly more extreme than along the coast.

We really live in our American Siberia, but we often try to farm as though we lived in southern France. The relationship of plants to climate is a question of tremendous importance. The happiness of hundreds of thousands is dependent upon the right choice of plants adapted to our climate, and altogether too common has been our attitude to take for granted that everything will grow here. Our position has been altogether too much that every farmer should try everything for himself. That is not good business sense.

Our farming problems are not those of the Pacific coast, nor of the Atlantic nor of the gulf coasts. They are problems of farming in the interior of a vast continent. Dry farming has been made a success in some regions of the world, and it is for us to do likewise. Yet the opinion has been expressed sometimes by people in the extreme southeastern part of the state that the farmers of the northwestern part of the state should solve these problems for themselves. This is wasteful of human energy and wasteful of human happiness.

My position is that we should ask questions of nature by means of many trial stations under the control of the central station at Brookings. One in each county would not be too many.

Nurseryman Finds Fellowship

W. S. Griesa, proprietor of the Mount Hope Nurseries, Lawrence, Kansas, has established a research fellowship in entomology at the University of Kansas. The holder of the fellowship is devoting his time to an extensive and fundamental investigation into the most practical and feasible means of dealing with the woolly aphis in nursery stock.

H. W. Lohrenz, a graduate research student of entomology, University of Kansas, was appointed to this fellowship and began his work June 15.

W. S. Griesa established the fellowship in memory of his father, the late A. C. Griesa.

Commenting upon Mr. Griesa's action, S. J. Hunter, state entomologist of Kansas, appropriately remarks: "This movement on the part of nurserymen to become investigators themselves, or make possible the conduct of investigations along lines pertinent to their vocation, is in the right direction."

All this in direct line with what E. A. Smith urged at the Denver convention of the American Association of Nurserymen. In his address, as reported in full in the last issue of AMERICAN FRUITS, Mr. Smith said that the weak spot in nurserymen's ranks is that they do not experiment for themselves, accepting others' results without verification. The nursery business must be treated in a business-like way in order to insure success.

National Horticultural Congress

Council Bluffs, Ia.—W. S. Keeline returned recently from a three weeks' trip to the West, including stops at Portland, Hood River, Salt Lake City and a number of other points. The trip was made largely in the interest of the horticultural congress and incidentally for his own pleasure and for private business reasons. He brings back exceedingly encouraging reports for the fruit show to be held here this fall. The fruit countries of the west have an excellent prospect for an immense crop and Mr. Keeline states that he has the promise of big exhibits from Portland, the Hood River district, Utah and other points.

Want 1000 Members

Wichita, Kan.—The Kansas State Horticultural society is making an effort to obtain 1,000 members for the society before the present year closes. The assistance of the present membership will be solicited in carrying on the campaign and if the others are as enthusiastic as the Wichita members the 1,000 mark will be reached.

The latest bulletin sent out by Secretary George A. Martin shows that the active members of the society number 220, and that there are thirty-five counties in the state that never had a member. Mr. Martin has undertaken to improve this situation by arousing new interest in the work of the society.

Australia Wants Apples

North Yakima, Wash.—Frederick Arnold of Sidney, Australia, who has been in North Yakima while on a tour of the world, is authority for the statement that many houses in Australia desire to handle Yakima apples. He says that one house reports it can handle 30,000 boxes of Yakima apples this year.

Much Interest in Demonstration

Fort Valley, Ga.—Nothing in years has created the interest among the peach growers in this section of Georgia as did the demonstration of the pre-cooling process by the United States government officials at the Hale Georgia orchards, two miles from this place, recently. The demonstration was made in the presence of officials from the United States department of agriculture, the state college of agriculture and the state department of agriculture, traffic representatives of every railroad operating in Georgia, officers of the Georgia Fruit exchange, prominent growers and representatives of several state papers.

The demonstration took place in the afternoon following the arrival of the railroad officials and others upon a special train at Hale Orchard. J. H. Hale, in charge of the orchards, welcomed the visitors. The demonstration was conducted by Professor A. V. Stubenrauch, of the bureau of plant industry of the United States department of agriculture, assisted by S. J. Dennis, B. B. Pratt, J. F. Fernald, and R. R. Galloway. The government has located at this place its experimental pre-cooling car plant. It is in this car that the cold air is generated. It was commented upon that in 1904 G. Harold P. well, then and now attached to the United States department of agriculture, made the first experiments in pre-cooling at this orchard. The pumps in the pre-cooling car were started and cold air was pumped into the loaded car through the ice bunkers in one pipe while the warm air arising from the packed peaches was exhausted through a second pipe.

Among the representatives present, in addition to the government officials named, were Commissioner of Agriculture T. G. Hudson, Manager I. M. Fleming of the Georgia Fruit exchange, State Entomologist E. L. Worsham, and Professor J. H. McHatton, of the state college of agriculture.

C. H. Vick, superintendent of the trade exhibition, reports very satisfactory progress in the arrangements for the coming convention of the Society of American Florists in Rochester, N. Y. Orders for space are coming in rapidly and keen interest is being evidenced by all the concerns through the country.

The Westminster Nursery

Westminster, Md.

Growers of general assortment of high grade nursery stock. Very large surplus of Peach, California Privet, Berry Plants, Locust and Catalpa Seedlings etc., etc. Mail your want list for prices.

PRIVET-NUT TREES

1,000,000 Privet, 12 varieties.

40,000 Nut Trees

10,000,000 Hardwood Cuttings. Do you want to save money? Write us for prices

OAK LAWN NURSERY
Huntsville, Ala.

WOOD LABELS —Of All Kinds for—
NURSERYMEN AND FLORISTS
The Benjamin Chase Co., 11 Mill St., Derry, N. H.

Resolutions By Pacific Coast Nurserymen

Opposing Replacement of Stock--Changing Date of Meeting--Salary for Secretary-- Suggestions for Transportation Committee--Condemning Sale of Seedling Stocks Outside of the Trade

RESOLUTIONS adopted by the Pacific Coast Association of Nurserymen, at Walla Walla, last month, are as follows:

"First. In as much as our very efficient secretary, Mr. C. A. Tonneson, is largely responsible for the success of our organization, and in as much as he gives a great deal of time each year to planning for the annual meetings, and in as much as the work is continually growing, be it resolved that his salary for the next twelve (12) months be set at ten (10) dollars per month, not that we consider this sufficient compensation, but as a slight mark of our appreciation of his untiring efforts in our behalf.

Replacing Stock

"Second. Resolved, That all members of the Pacific Coast Association of Nurserymen eliminate from their contracts and written or verbal orders, all agreements to replace stock.

Date of Meeting

"Third. Resolved, That the date of our annual meeting be changed to the first Wed-

nesday on or after the 20th of June of each year.

Transportation.

"Fourth. Resolved, That our president consider carefully the personnel of the transportation committee, selecting as far as possible, men who are experienced in dealing with railroad officials, and that as few changes be made in the transportation committee from year to year as is possible, with a view to securing from their work the greatest benefits.

"Fifth. Resolved, That our transportation committee be requested to give particular attention to the following necessary work:

"(A) Endeavor to secure from the traffic associations car rates on 'part lots.'

Freight Schedule

"(B) Take up with the O. R. & N. railroad the matter of a more prompt freight schedule on nursery stock; also with any other lines against which there seem to be any complaint.

"(C) Take up with the S. P. and O. R. N. railroads the classification of nursery stock, endeavoring to secure from them an application of the western classification covering minimum weights etc., as used by the Northern Pacific and certain other transcontinental roads.

Classification

"(D) Employ competent party to prepare schedule of car and less than car rates on nursery stock from and to certain central shipping points in coast territory to be suggested by transportation committee, and to also furnish classification of nursery products in their respective classes as plants, 'shrubs,' or 'trees' for the guidance of our members, copy to be supplied each.

"Other questions will be taken up at a second session of the committee and further recommendations made. Any member having suggestions to bring before the committee will hand them at once to the chairman, George C. Roeding.

Sale of Seedling Stocks

"Inasmuch as it has become the practice of some of the seedling dealers to sell seedling stocks and grafts indiscriminately to many farmers or orchardists who are growing a few trees as a side line; and inasmuch as these men are not and never intend to be nurserymen, but are simply endeavoring to grow a few varieties of trees to sell at prices as it will bring; and in as much as this practice is demoralizing the nursery business of the coast, and is shortsighted on the part of said dealers, and unjust to their nursery customers who buy from them in large lots,

"Therefore, Resolved, That we, the Pacific Coast Association of Nurserymen condemn such practice and refuse to patronize such seedling dealers and to hereafter confine our purchases of seedling stocks to the dealers who sell only to the nursery trade."

The United Nurseries Co., Minot, N. D., has been incorporated with a capital stock of \$25,000. Arthur C. Hanson, Geo. Valke, and L. J. Palda, Jr., are incorporators.

OBITUARY.

E. H. Reynolds, the oldest nurseryman in the state of Michigan, died at his residence in Monroe, on Friday, July 22d, at the age of ninety-two. Mr. Reynolds was born in Binghamton, N. Y. He moved to Michigan at an early age and commenced growing nursery stock at Monroe, sixty-one years ago. The E. H. Reynolds nursery was later combined with the Lewis nursery of Monroe, under the firm name of the Reynolds & Lewis nurseries. In 1889 Mr. Reynolds retired from business and his interests were acquired by D. D. Winkworth. The nursery at this time was incorporated and has since been known as the Michigan Nursery Company. Mr. Winkworth has been president and manager since 1889.

Mr. Reynolds was always an active and influential nurseryman. He was interested in church and politics and held many important offices in Monroe. He was one of the founders of the Republican party, under the oaks at Jackson, Michigan.

At Deer Park, Wash., there are 10,000 bearing fruit trees, most all apple trees. Last year and previously about 40,000 trees were planted. This year there has been about 90,000 fruit trees planted, practically all apple trees. Of this number the Arcadia Orchards company planted about 75 per cent., the Wild Rose Orchard company a large proportion of balance.

Nurserymen and Fruit Growers Specialties

E. G. MENDENHALL, Kinmundy, Ill.

Tree Balers at ten dollars and up

Box Clamps, Tree Diggers, Digging Spades
Smoothing Harrows, Special Double-Action
Harrows, Clark's Outaway Discs for Small Nur-
sery Stock, Corn Fodder Baler, Etc.

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A REAL OPPORTUNITY

If you are a bright, hustling man with some experience in Seeds, Bulbs, Plants, etc., and are desirous of becoming part owner in a growing concern, reply to this card. A position as manager of the mail order department is open to the right party. If you are attentive and industrious, you can secure an interest on favorable terms, when you have proven your worth. This opening is just what many a young married man would want, a **real opportunity**.

Write fully, stating age, experience, present position, salary expected, etc. All correspondence confidential.

Address, **REAL OPPORTUNITY,**

Care American Fruits,

Rochester, N. Y.

JEWELL Minnesota Grown NURSERY STOCK

Complete assortment of Fruit
and Ornamental stock in all va-
rieties suited to northern culture.
A specialty of Hardy Shade
Trees, Windbreak Stock, Ever-
greens (Coniferous), Deciduous
Shrubs, Apples and Native Plums

The Jewell Nursery Co.

Lake City, Minn.

Established 1868.

1600 Acres

GALVANIZED STEEL TANKS

We Want Your Orders For

Galvanized Steel Storage Tanks, for Oil, Water, Etc. Galvanized Steel Stock Watering Tanks. Galvanized Steel Tanks for Fire Protection, on Towers or Top of Buildings. Galvanized Steel Cisterns. Galvanized Steel Culverts. Corrugated Galvanized Steel Awnings. Galvanized Steel Sanitary Ash Pits. Iron and Steel Fencing, etc.

Let us know your requirements. Can fill them promptly at lowest prices. Illustrated catalog on request

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2811 N. Jefferson Ave.
ST. LOUIS, MO.

Peach Seed

We are now making our collection of PEACH SEED 1910 CROP, and will be prepared to take care of your orders for any quantity you may require. Our seed have been giving satisfaction to all customers in the past, and

WE SOLICIT YOUR TRADE,
Send for samples and prices.

Virginia Natural Peach Seed Co.
Fourth Ave., and Clinton Sts.,
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AMERICAN FRUITS

An International Nursery and Fruit Trade Journal, circulating throughout the United States and Canada and in foreign countries.

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Advertisements should reach this office by the 15th of the month previous to date of publication. Drafts on New York, or postal orders, instead of checks are requested.

Correspondence from all points and articles of all kinds of interest to the Nursery Trade and allied topics are solicited.

ROCHESTER, N. Y., AUGUST, 1910

AMERICAN ASSOCIATION OF NURSERYMEN

Officers—President, Wm. P. Stark, Louisiana, Mo.; Vice-president, E. S. Welch, Shenandoah, Ia.; Secretary, John Hall, Rochester, N. Y.; Treasurer, C. L. Yates, Rochester, N. Y.
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Transportation—D. S. Lake, Shenandoah, Ia.; Chas. M. Sizemore, Louisiana, Mo.
Tariff—Irving Rouse, Rochester, N. Y.
Legislation East of Mississippi River—Wm. Pitkin, Rochester, N. Y.
Legislation West of Mississippi River—Peter Youngers, Geneva, Nebr.
Co-operation with Entomologists—J. W. Hill, Des Moines, Ia.
Programme—J. H. Dayton, Painesville, O.
Publicity—Orlando Harrison, Berlin, Md.
Exhibits—J. W. Schuette, 5600 Gravois Ave., St. Louis, Mo.
Arrangements—John Hall, Rochester, N. Y.; J. H. Dayton, Painesville, O.; F. A. Weber, Nursery, Rochester, N. Y.
Editing Report—John Hall, Rochester, N. Y.; Prof. John Craig, Ithaca, N. Y.
Entertainment—F. A. Weber, Nursery, Mo.
Forestry—A. J. Brown, Geneva, Nebr.
Co-operation with Fruit Growers and Associations—J. M. Irvine, St. Joseph, Mo.
Trade Opportunities—Jefferson Thomas, Harrisburg, Pa.
Nurserymen's Share in Civic Improvement—J. Horace McFarland, Harrisburg, Pa.
Membership—John Watson, Newark, N. Y.

Rules for Nurserymen

J. H. Dayton, of Dayton, Ohio, at the Denver convention, offered the following rules for guidance of nurserymen, which were adopted:

"That our lowest prices or trade lists should be mailed only to Nurserymen or Dealers with established headquarters, who are known to be actively engaged in the trade.

"That some effort should be made to have our price lists and quotations to orchardists and retail buyers nearer a uniform basis for same grades and varieties of stock.

"That as the practice of cutting prices as the season advances is one of the great demoralizers of both the wholesale and retail trade, established rates should be adhered to throughout the season.

"That stock shipped on orders of Landscape Architects and invoiced direct to their customers should be billed at same retail rates, as if the order came direct from the planter."

American Association Committee

In this issue of AMERICAN FRUITS is published the list of Committees of the American Association of Nurserymen appointed by President William P. Stark. This list at the very outset bears out what we said in the last issue—that an active and progressive administration is to result from the election of President Stark and valuable reports may be expected at the St. Louis meeting next June as the result of the coming year's work.

Mr. Dayton is an invaluable member of the American Association and a most efficient chairman of the Executive Committee. At every convention he produces terse sentiments of direct application to the trade. We took occasion to repeat those of 1909 through the year; and we featured prominently in our last issue the very pertinent rules suggested by Mr. Dayton at Denver for the guidance of nurserymen. It augurs well, too, for the programme at St. Louis that Mr. Dayton will be in charge of it; for matter of practical value to every member of the Association and important discussions are assured.

It will be noted that the Committee on Legislation is divided, so that the interests of sections east and west of the Mississippi may be cared for especially. This is an excellent idea. Able chairmen of these two committees have been selected.

The make-up of all the committees indicates careful and intelligent selection in the interests of the Association. Several new committees have been named. Messrs. Hall, Dayton and Weber will have charge of arrangements. Mr. Irvine, who has made a study of plans for co-operation with fruit growers and associations, is the chairman of a new committee on that subject. John Watson heads the Committee on Membership, an excellent appointment because of Mr. Watson's energy and wide acquaintance among nurserymen of the entire country. Jefferson Thomas and J. Horace McFarland are especially qualified, too, as chairmen respectively of the Committees on Trade Opportunities and Nurserymen's Share in Civic Improvement.

The Apple Crop

The apple buyers say, and their statements are substantiated by the latest government reports, that the bulk of the apple crop this year will be supplied by the New England and Pacific states and that good prices should rule.

Buyers for commission houses in New York, Chicago, Boston, Philadelphia and other large distributing centers, traveling in the northwestern and Pacific states, estimate that 15,000 cars or from 9,500,000 to 10,000,000 boxes of apples, suitable for eastern markets, were shipped from commercial orchards in Washington, California, Colorado, Oregon, Idaho, Montana and Utah this season. It is also estimated that between 3,000 and 4,000 cars will be required to supply the local and European trade.

The market value of the crop in the several states is placed at from \$27,000,000 to \$29,000,000 at present prices, which, it is said, are likely to advance because of the decreased crops in Ohio, Missouri and other central apple states.

Fruit Specials for Northwest

Surpassing all previous enterprise which the railroads have shown in their efforts to get the fruit crop of Washington to the Eastern markets, the Northern Pacific and Burlington are to run fruit specials daily from the Yakima valley through to Chicago, where Eastern roads will take the trains to the Atlantic seaboard.

The arrangements for the special service have progressed to a point where the roads are beginning to assemble their refrigerator cars and compile schedules. This service will be the biggest boon which the fruit men have received in years. As plans are at present, two trains will leave the fruit districts daily. One of these trains will be for distribution in the country east of Spokane, including Montana and North Dakota. The other will be the through train running solid to St. Paul, Chicago, Omaha and other terminals from which points distribution will be made and the fruit for still further East sent on under fast schedules.

Crown Gall and the Inspectors

Editor AMERICAN FRUITS:

I notice in your issue of July an account of the convention of nurserymen at Denver, Colorado, in June.

It is to be regretted that more inspectors were not present to take part in the discussion, and perhaps, in a measure, clear up certain misconceptions which appear to prevail regarding crown gall.

Without wishing to take too much of your space will you permit me to say through your columns that the hard form of crown gall is not the one that the inspectors are particularly concerned about; that certain facts, which are, if you please, absolute facts, have been determined by scientific workers in connection with the contagious, or soft form of crown gall. If I am not mistaken, these facts are as follows: The soft form of crown gall is caused by a bacterial organism; that it is contagious; that scions cut from a tree affected with the soft crown gall, and grafted on to another tree or root, will carry the bacterial organism in the contained sap, and the second tree or the root upon which the scion is grafted will have crown gall.

Now, I do not make these statements with a desire to criticize what has been said in that meeting with reference to laws, but simply with the wish to disabuse the mind of any nurseryman who thinks that the hard crown gall is the one against which legislation is directed.

In order to be absolutely sure upon the points above stated, I have written to a party in the Department of Plant Pathology, who has spent several years in work upon this subject, and asked him to send to the nurserymen's publications a statement of the facts as he knows them. I trust he will do this, and that it will be helpful to all nurserymen. In this state (Minnesota) it is the soft form of crown gall on raspberries in which we are particularly interested, which is prevalent, and highly contagious, and which when sent out by any nursery, gives that nursery a decidedly black eye. Or, should any nurseryman send out canes from infected ground, which canes appeared all right, he would suffer severe criticism if the said canes developed crown gall within a short time after being planted by his patrons.

I am quite sure that all nurserymen will unite with the inspectors upon this point, namely, that it is best for the nurserymen's business to eradicate crown gall from the nursery.

Had the writer realized that this subject was to form a part of the discussion at the Denver meeting, he would certainly have made it a point to be present.

Respectfully yours,

F. L. WASHBURN,

President of the American Association of Horticultural Inspectors,
St. Anthony Park, Minn.
July 15, 1910.

Official Proceedings A. A. N.

Secretary Hall is soon to issue the official proceedings of the Denver convention of the American Association of Nurserymen. The arrangement of the proceedings will facilitate reference to the important papers and discussions of that Convention. The business of the Convention will be in one section; the papers and discussion in another part. Special pains will be taken to provide a comprehensive index; this is an important feature. Secretary Hall has had large experience in the preparation of proceedings.

Electric Fans for Orchards

In view of the effect that air currents have on frost, it is suggested that electric fans, or some other device for creating air currents in orchards, may take the place of the orchard heaters that have been adopted recently. Possibly a system of perforated pipes extended through an orchard and carrying air under pressure would cause sufficient agitation in the air to prevent frost.

Several thousand Catalpa trees were planted in Chicago on Arbor Day. The large department stores sold them for one cent each and they ranged from ten to thirty inches in height.

Publicity Campaigns on the Part of Nurserymen

By James M. Irvine, St. Joseph, Mo.

IN considering this subject, one naturally divides it into two divisions: (1) Publicity campaigns on the part of nurserymen acting together, and (2) Publicity campaigns on the part of individual nursery firms.

This paper will deal briefly with both divisions.

For a number of years The American Association of Nurserymen has discussed the adoption of plans to secure general publicity which would stimulate the sale of nursery stock, but this plan has never been carried out. Some members have hoped that the news matter furnished the press by the National Council of Horticulture would ac-

complish this result, but it is evident that this plan is a failure. It has been contended by others that the Publicity Committee of the Association should prepare articles to be furnished the agricultural papers, to help stimulate demand for certain lines of stock; but this plan, too, will likely fail. If a really good article is furnished, one paper will print it perhaps—but only one, for when printed it is no longer news, and other farm papers will not want it.

I believe that if this Association should decide upon a general publicity campaign the advertising must be in the form of good display advertising, good copy must be prepared, and space must be bought in papers which are really worth using. This is the plan which other organizations follow to create a demand for their respective products, and it is one which can well be considered by nurserymen.

A few years ago the production of oranges had increased to such an extent that the market would not consume the crop. Did the orange growers cut down their trees, to decrease the supply of fruit? No, indeed. Instead, they outlined an elaborate advertising campaign to increase consumption, and their plan succeeded. We all remember the advertisements which appeared in the daily papers, which told of the health enjoyed by those persons who consumed the greatest quantities of oranges. These advertisements dwelt upon the wholesomeness of the fruit as an article of food, not merely as a luxury. Attention was also called to the low price of the fruit, and the price of oranges was compared with the price of apples, to the disadvantage of the latter fruit.

The raisin growers of California have also carried on a limited campaign of this kind.

Perhaps the most recent campaign of this kind has been that of the different companies engaged in the canning of fruits and vegetables. With the enforcement of the pure food law it developed that some canners used preservatives of various kinds in their food products, and the discussion of benzoate of soda, formaldehyde and other preservatives became so general in magazines and newspapers that the person known as the "ultimate consumer" became suspicious of all canned goods, except the home-made brand, and the canners felt the effect of the agitation.

Accordingly, the association representing this industry outlined a campaign of education to offset this condition. The advertisements have appeared in publications of general circulation and have set forth the fact that the really reputable canners have no need of preservatives in their products; that where proper methods are used, and where clean and sanitary conditions prevail, such preservatives are unnecessary.

In the case of the orange-growers the advertising campaign was intended to create a greater demand for oranges. In the case of the canners, the campaign was intended to prevent the decrease of a demand which already existed. It is believed that both campaigns have been successful. The orange-growers have spent more money in the campaign recently closed than in the first one, and this is evidence that they have found the expenditure profitable.

Now, are there not times when certain lines of nursery stock are slow sale, and when a well-directed advertising campaign can increase the demand? Take the case of cherry trees during the season just past. Nearly every nurseryman in the country seemed to be over-stocked with cherry trees; if these trees could have been sold, every firm could afford to have contributed to an advertising campaign which would help close out the stock.

Could the demand for cherry trees have been increased by an advertising campaign? I believe it could.

What was the matter with the demand—or, rather, the lack of demand—for this kind of stock? In the first place, cherry trees have been rather high in price for a number

of years, and some farmers have felt that they could not afford to buy. They really have not heard that prices have declined—and a general advertisement campaign would have informed them as to true conditions. Again, many farmers have become discouraged in trying to grow cherries. They have planted the wrong varieties, and have failed; they have planted on poorly drained land, and have failed; a succession of wet seasons in parts of the country has caused an unusually severe outbreak of shot-hole fungus, and their trees have died.

(Continued on page 25)

J. H. SKINNER & CO.

Fruit, Shade and Ornamental
Trees, Flowering Shrubs,
Apple and Pear Seedlings,
Forest Tree Seedlings

Sta. "A"
TOPEKA
KAN.

CHARLES DETRICHE, SR.,

ANGERS, - FRANCE,
Grower and Exporter of

Fruit Tree Stocks, Forest Tree Seedlings,
Rose Stocks, Shrubs, Vines and Con-
ifers for Nursery Planting

Information regarding stock, terms, prices, etc.
may be had on application to Mr. Detriche's sole
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JACKSON & PERKINS CO.
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ARMOUR RIVER PRIVET

By the thousand or carload. Also have in
quantity California Privet, all sizes. Shade
trees, Silver, Sugar and Norway Maples,
Sycamore and Carolina Poplars, Grape Vines,
Cannas, Peonies, etc.

Prices right. Prompt and satisfactory ser-
vices. We didn't get to the Convention we
are sorry, but will be pleased to quote you by
mail, and save you money anyhow.

VALDESAN NURSERIES, Bostic Dept.
Bostic, North Carolina

SUNNYSIDE NURSERY COMPANY,
SUNNYSIDE, WASH.—"Copy of Pocket
Directory at hand. We feel that this Direc-
tory will be a great help to all Nurserymen
as well as ourselves. Enclosed you will find
\$3.00 for which please mail us two more
copies.

A. F. Bernard, Painesville, O.—"I congrat-
ulate you on the Nurserymen's Pocket Di-
rectory. It is a live one, sure."

36th YEAR

PAN HANDLE NURSERIES

FALL OF 1910

We offer a Complete Line of Nursery
Stock Consisting of

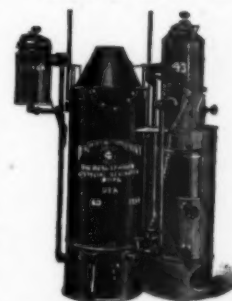
Apple, Pear, Plum, Cherry, Peach,
Grape, Currant, Gooseberry,
Small Fruits, Maple Norway,
Maple Schwedlerii, Maple Silver,
Poplar Carolina, Poplar Volga,
Elm American, Sycamore Oriental,
Sycamore American, Mountain Ash,
Box Alder, Althea, Hydrangea,
Barberries, Syringas, Weigelas,
Clematis, Honey Suckle, Wistaria,
Ampelopsis, Roses, Evergreens,
California Privet, Buxus, Weeping Trees,
Catalpa Speciosa Seedlings,
Black Locust Seedlings, Fruit Tree Stocks,
Catalpa Speciosa Seed

Our stock is well grown and graded and
prices are such that it will pay you
to investigate. Come and
see us or write.

J. K. HENBY & SON

Greenfield, Ind.

See That Generator?



Get
Good
Light
For
The
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Be able to tell your blue dress from black.
See while you are trying, without straining
the eyes. No smoke, no globes to break or
lamps to clean, or fall or explode; no danger
of killing you while you sleep. Less work
per month than one lamp. Costs less than
kerosene per candle power and always ready
at all times. We will send you one ready to
put up. Write us today.

Ideal Epworth Acetylene Co.
Waterloo, Iowa. Johnstown, Pa.

Secretary John Hall, A. A. N.

We present herewith sketch of the active career of John Hall, secretary of the American Association of Nurserymen:

"John Hall is a member of the Park Commission of Rochester and in this city is rated with those men of genuine public worth who stand for advancement in the city and in the individual, his influence being ever on the side of right, justice, truth and culture. He is on the city parks committee and chairman of the park playgrounds committee, also associated with Wm. C. Barry, nurseryman, on the committee having supervision over the famous Highland Park. A native of England, Mr. Hall was born at Little Chester, near Derby, in 1845, a son of William and Mary Ash Hall. The father was a magistrate of Derby and one of the pioneers in the great temperance movement. In his home locally the latter was very prominent and influential, and acted as almoner for the late Sir William Harcourt and the late Samuel Plimsoll, the 'Sailor's Friend.' He was prominent in all benevolent work and for 28 years was president of the Temperance society. The family has been noted for longevity, and William Hall

died in August, 1906, at the advanced age of 88 years.

"John Hall is a self-made man. His educational privileges were very meager. He attended the common schools only until eight years of age, because of the then limited income of the father, and began earning his own living as errand boy in the public health department of his native town, working for two shillings (50 cents) per week. He subsequently entered his father's printing office to 'learn the case,' and later served an apprenticeship on the Derby Mercury. The printing office has been aptly termed 'the poor man's college,' and it proved the case with Mr. Hall, for it was in this office that he picked up most of his education. At the same time he learned Pitman's system of shorthand. Believing that he would have better business opportunities and advantages in the new world, he came to America in the spring of 1868, and made his way direct to Omaha, Neb., locating there when it was a city of only 6,000 inhabitants. He was with the Omaha Republican for one year, and afterwards on the editorial staff of the Omaha Tribune. In the fall of 1868 he acted as stenographer for the military department of the Flatte in a court martial at Fort D. A. Russell, Cheyenne. In the capitol at Lincoln, he acted as a stenographer for the constitutional convention of 1870, and also on the impeachment trial of Governor David Butler. While in Lincoln, Mr. Hall met George S. Harris, the then land commissioner of the Burlington & Missouri River railroad and entered his employ as stenographer and correspondent, writing all his letters with the pen because the typewriter machine was not then much in use. He remained with Mr. Harris until the latter's death, in 1874, during which time he was located at Burlington, Ia.

"Mr. Hall moved to Rochester, N. Y., in that year, and for one year was with R. G. Dun & Co., and afterwards with the late James Vick, seedman. In 1878 Mr. Hall returned to England, taking with him his wife and three children, and was absent for four years. Mr. Vick, visiting England, hunted him up and insisted on his return to America in his employ. Mr. Hall therefore embarked again for the new world, but Mr. Vick died before Mr. Hall reached Rochester in the spring of 1882. However, he remained with the Vick house until 1887, when he engaged in the life and fire insurance business, which he still follows.

Mr. Hall has been secretary-treasurer of the Western New York Horticultural society for nearly 22 years, the membership having grown in the years following from less than 300 to 1,500. Mr. Hall is a man of well-rounded character and of evenly balanced mind, and this has enabled him to take an active and helpful part in many movements for the public good. He is prominent and influential in the Methodist church and served as superintendent of the Sunday school of Monroe avenue church for nearly a decade. He is also widely and favorably known in musical circles, and possesses great love for the art of music, with no inconsiderable talent in that direction, and has sung in chorus for nearly 40 years.

"In 1871 Mr. Hall was married, in Omaha, to Lillie Staley, a native of Miamisburg, O. They have five daughters and one son: Lillian, the wife of Professor F. Collins Bak-

er, director of the Chicago Academy of Science; Grace Mortimer, wife of Frank S. Brewer, of Unionville, Conn., connected with the Upson Nut Co.; Gertrude Taylor, wife of J. Eugene Masten, credit man of the Lisk Manufacturing Co., Canandaigua, N. Y.; Maude Emily, wife of Prof. Howard W. Lyman, prominent in musical circles in Boston, Mass., associated with the New England Conservatory of Music in that city; Harry Stanley Hall, of the Whitehead & Kales Iron Works Co., as superintendent of estimates department and also of work under construction; and Edna Elmore, at home. The members of the family occupy an enviable position in cultured social circles where true worth, intelligence and refinement are received as passports.

Asks \$100,000 Appropriation

The Sacramento Valley Development Association at its recent meeting took a firm stand in favor of an appropriation of at least \$100,000 a year for the State Horticultural Commission, and will lead a movement to induce the Legislature at its next session to make an appropriation of that amount for the advancement of the horticultural interests of California.



MANLOVE
Automatic Gate
Saves time, adds
to value, safety,
beauty and pleas-
ure of home.
**MANLOVE GATE CO., 272 E. Huron St.,
CHICAGO, ILLS.**

Beverly Nursery Company

W. T. MITCHELL & SON, Proprietors.

Growers of high grade Nursery Stock. We have to offer for fall 1910 and spring 1911, 100,000 Fine Two-Year Apple Trees and 30,000 Choice Three-Year-Old Apple Trees. Also 90,000 Peach Trees Standard Varieties. Prices reasonable. We solicit a share of your trade. Address,

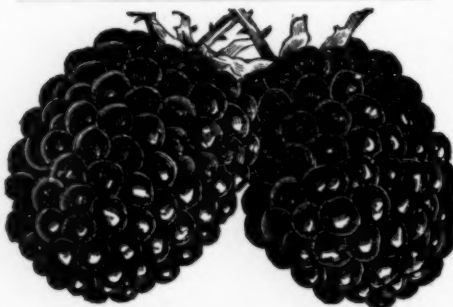
BEVERLY, OHIO

Whiting Nursery Co.

A general stock of hardy Northwestern Varieties that will succeed anywhere. It will pay you to get my Free Descriptive Catalogue. It is accurate, concise and original, and based upon 25 years' experience in South Dakota. The best of its kind in the Northwest to-day.

WHITING NURSERY CO.

Lock Box 1108, Yankton, S. Dak.



EVERYTHING IN SMALL
FRUIT PLANTS

ASK FOR PRICE LIST

W. N. Scarff, New Carlisle, O.

PEACH BUDS

We want you to know about our buds. The supply is ample and the assortment is unexcelled

Cut Right, Packed Right and They Are All Right

Ask for List

THE GREENBRIER NURSERY CO., Inc.
GREENBRIER, TENN.



The United States Nursery Co.

Roseacres, Coahoma County, Miss.

Cincinnati Iron Fence Co.

Our Work First Class



Largest Iron Fence Factory in Ohio

Get our prices before purchasing
Agents wanted in every town. Easy to sell. Address Dept.
6 for prices. Cincinnati, Ohio

Grape Roots That Grow

Increase in Acreage and Varieties

We make a specialty of growing Grape Roots. Making strong grades and prompt shipments. We have heavy stock for Nurserymen's retail trade. Light stock and cuttings for nursery row. Write for special prices. Correspondence and inspection of stock invited. We are growing a large lot of Currants and Gooseberries.

FOSTER & GRIFFITH, Fredonia, N. Y.

We Offer

One Year Budded Apple
In Commercial Varieties.

R. R. Harris, Harrisville, W. Va.

Publicity Campaigns

(Continued from page 23)

A well-directed advertising campaign would have enlightened the farmers as to the better varieties of cherries; would have given proper directions for planting, and have told why failure has resulted in many cases; this advertising could have explained that the new lime-sulphur mixture, when properly used, will prevent the shot-hole fungus, and save the trees.

Cherries are really a great crop for the farm and city yard—indeed, there is no other tree fruit which is of more general adaptability than the cherry, and the objections which farmers have made against

planting them could have been removed by a well-directed advertising campaign. Every nurseryman in the county would have been benefited, whether his stock is sold through salesmen or through catalogue, for the effect of the campaign would have been to create a general demand for cherry trees. The sale of a small part of the cherry trees which remained unsold at the close of the season would have borne the expense of the campaign.

From time to time the demand for other lines of nursery stock will need stimulating in this same way, and I believe a general publicity campaign will do the work. This sort of advertising is intended to create a demand for a certain commodity—and this is the form of advertising which is recommended for nurserymen.

The best kind of advertising which can be done by individual nursery firms also is that which creates business. And yet I venture to suggest, with all due respect to the men who write the nursery advertisements, that most advertisements of this kind are not calculated to create business—they are, rather, designed to attract orders which might otherwise have gone to another firm, and this is not good advertising.

Advertising experts continually assert that the cost of advertising is not an expense, but this kind of advertising is certainly an expense, and an unwise one. The really good advertising by nurserymen is that which creates new business. And yet most nursery advertising fails to do this. Look through the trade papers and the farm papers and see if this is not so. Advertisements reading like this are all too familiar:

"John Jones, grower of General Line of Nursery Stock. Peach Trees a Specialty." Have you ever read any advertisements which sounded like that? Years ago advertisements of merchants read much like the average nursery advertisement of today: "John Jones, Dealer in Dry Goods, Hats and Caps, Boots and Shoes." The up-to-date merchant has greatly advanced in his advertising methods, and his advertisements now literally coax the money out of one's pocket by reason of their powers of persuasion. They create a demand for the goods he has for sale.

The time has come for nurserymen to adopt better methods of advertising. Creative advertising is profitable, but that form of advertising which coaxes an order from your competitor simply increases the cost of doing business. The advertisements which create business will have the effect of getting one's share of this business, anyway.

It is not the purpose of this paper to lay down any set rules for the preparation of copy for nursery advertisements; the writer does not pretend to know how to prepare this sort of copy, but he does want to give it as his opinion that better copy should be used than is now generally employed.

Advertising space is expensive, and it costs as much to fill it with poor copy as with copy which will create a demand for nursery stock. If you cannot prepare good copy yourself, get the services of men who can. Such men are available; they have had experience, and their services are well worth using. In your advertising campaign use fewer publications, perhaps, but use good copy in the papers used. Direct your advertising toward creating new business, rather than try to entice from your neighbor the orders which are headed his way.

This paper does not plead for more advertising on the part of nurserymen—that will come later, perhaps. The need now is for better advertising. Advertising which will

create business for nurserymen generally, in specific lines, when the demand needs stimulating; and for individual firms, always to have in mind the best advertising, and the most profitable, is that which creates new business, and not that which changes an order from one firm to another. The latter kind of advertising is an expense; the former kind is a permanent investment in building up a profitable business.

\$2,000,000 Orange Crop

Orange packers in the Redlands, California, district are in jubilant mood because of the excellent conditions in the eastern markets for the fruit. Though poor prices were received early in the season, the packers say that the returns now coming in will bring up the season's average to as good a figure as that of last year, and that the growers will receive at least \$2,000,000 for the crop in Redlands.

THE SHENANDOAH NURSERIES

Offer for Fall and Winter trade a
Complete Assortment of IMPORTED

FRUIT TREE STOCKS

Mahalebs, Mazzard,
Myrobalan and Pear.

APPLE SEEDLINGS

American and French Grown,
All Grades—straight or branched.

APPLE GRAFTS

Piece and Whole Roots.

FINE STOCK OF

GRAPES, CURRANTS AND
GOOSEBERRIES

Strong, well rooted plants.

FOREST TREE SEEDLINGS

Carefully grown and graded.

LARGE GENERAL STOCK

SEND LIST FOR PRICES

D. S. LAKE, PROP.

SHENANDOAH, IOWA

BULBS AND EVERGREENS

Rhododendrons, Kalmias Lillies, Trilliums,
Cypripediums, Galax, Epigaea Repens, and
other ornamentals

Send for Catalogue and Price List

APPALACHIAN NURSERY.

PLUMTREE, N. C.

F. DELAUNAY ANGERS, FRANCE

SPECIALTIES

Fruit tree stocks as:

Apple, Angers Quince,
Mazzard Cherry/Mahaleb
Myrobalan, Pears

Forest trees seedling and transplanted:

Evergreens, Ornamental Shrubs, Manetti,
Multiflora Roses.

My General Catalogue will be sent free on application.

August Rolker & Sons

NEW YORK

P. O. Box 752, or 31 Barclay Street.

AMERICAN AGENTS for leading French,
English, Belgian and Holland Nurseries.

Write us for catalogues, stating what list you want

WE OFFER

For Fall 1910 and Spring
1911 Grape Vines, Currants
and Gooseberries in all
grades. Also Grape and Cur-
rant Cuttings and light grade
of Vines for lining out in
Nursery Rows

Write for Prices

F. E. Schifferli,

Fredonia, N. Y.

Nurserymen's 'Nives

We have been selling direct to nur-
serymen since '77. Our blades are

made that way. We mail goods all over the world. Twenty of our best customers are in Europe. The cut shows our Nursery Budder, sample by mail, 25c; 12 by mail, \$2.25. Pocket Budder, 35c. Nursery Pruner, sample, 50c; 6 for \$2.50. Grafting Knife, 25c. Forged Steel Pruning Shears, \$1.00, postpaid. Nursery and Florists' Propagating Knife, white handle, 50c. A much inferior knife is sold for 75c. Send for 12 page nursery circular.

L. S. Pease of Lockport, writes us April 7: "The Propagating Knives you sent me are very fine goods and far better than I can get anywhere else. My men are well pleased with them too. You will get all my trade."

MAHER & GROSH CO.

92 A Street, TOLEDO, OHIO

Magnifying The Nurseryman's Craft

By E. W. Kirkpatrick, McKinney, Tex.

BY the measure of discount we set upon ourselves, we are generally accepted. The work of the plant breeder, the fruit and tree grower should be valued and esteemed in accord with its nobility of purpose, its essential and indispensable service.

In marshalling that great army of workers, fighters, and thinkers, who have carved out our imposing and sublime institutions, few have been more efficient, more constant, or more fruitful of desirable results than have been nurserymen.

The history of tree or plant growing and of plant growers would embrace much of the better part of radical history. Ours is a craft of divine origin. We hold commission under sanction of most ancient and sacred authority.

Our duty demands services burdened with grave responsibility. Our work calls for skill and executive ability of highest order, and therefore our reward should be measured in due proportion. Ours was the first duty assigned to the first man, and being of first and prime importance, we should approach

this duty with a becoming sense of responsibility.

Rare Degree of Skill.

In meeting his requirements the nurseryman must possess a rare degree of skill and of acquired knowledge. The faith and confidence placed upon him calls for all of the most sterling qualities of good citizenship. He must be distinguished for his integrity, and his honor, for his zeal, and his industry. The successful nurseryman's equipment calls for eminent qualities of mind and of character. He must measure up to the standard of a successful general, financier, mechanic, bacteriologist, entomologist, soil chemist, producer, manufacturer, distributor, legal expert, employer, laborer, propagator, cultivator, horticulturist, editor, publisher, general dispenser of charity, and other offices and duties numerous beyond power to mention. He must engage in a multitude of investigations and discoveries. Experimentation and demonstration are constant taxes upon his time and energies.

Invention and discovery lure him from the exacting routine of money getting. He is disconcerted by Nature's enchanting charms of changing color, grace and form. He is led from the treadmill path of selfish interest into the infatuating fields of meditation, and while scenes shift,—the victim is ushered into a maze of perplexities. A strike for higher wages, for shorter hours, for closed shop, for sympathy and for general unfairness, paralyzes him with terror. Extremes of weather conditions beset him with heat and frost, flood and drouth, storm and hail, mud and dust.

Meets Flood of Difficulties

Thus rudely hurled from Elysian fields into lakes of Despond the nurseryman often meets a flood of difficulties. Myriads of destructive insects and hurtful diseases fall upon his growing crops, his flowers and his fruits. Rodents, poachers, and vagrants prey upon his stores; moth and rust, together with thieves attack him; his banker cuts off the arterial flow of credit; friends, like rats, begin to desert the ship—then comes the climax of the ages. The inspectors, the fumigator, the government guardian, with stroke of pen paralyzes the lifework of the nurseryman. With more power and authority than the Czar of Russia, the inspector is advocate, judge, jury, lawmaker, and executive, all rolled into one.

His Own Worst Enemy

With all this array of statement and assertion, the nurseryman remains his own worst enemy. The average nurseryman fails in his estimate of cost and of value of his wares. In his failure of estimate he loses not alone the price of wares, but he loses the respect of his fellow-men. He loses credit among business men, and oft-times meets failure in his business and failure in life.

The discreet nurseryman, he who succeeds, must exert himself to the utmost tension continually. He is endowed with a rich array of noble faculties—he must be cultured and skillful, patient and tactful, progressive and aggressive. Inspiration and devotion must guide him; his heart, soul, mind and strength must be dedicated to his work.

In order to succeed he must ignore all competition in trade,—he must produce things of such value that competitor and patron alike will desire them and pay the price. In all this sea of difficulty the only guiding star that can lead us to safety and success is fixed in price. Except we receive profitable price for our production we are doomed to failure. In avoiding valleys of despair and in gaining heights of success, higher standards and ideals must be adopted.

Just What To Do

To magnify our craft we should discard many of our inferior varieties, and substitute those which are superior. We should abandon effete methods, and install latest

and best improvements. We should seek and secure highest and best grade of seeds, stocks, and scions for propagation. Best suited soils, and locations adapted to growth of specific varieties should be chosen. We should adopt latest and best improved methods of soil preparation, planting, cultivating and training trees and plants, and of making them immune from disease, insects, and other enemies, and of keeping every variety and every grade true to name and up to standard. Digging, pruning, handling, packing, shipping, delivering and giving instruction for transplanting, should all be done with constant reference to maintaining and conserving life and vigor of the plant or tree. The typical nurseryman is an industrial teacher, a master producer, discoverer and demonstrator, and should be accounted a most honorable and useful citizen.

Morgan county, Ala., will soon have perhaps the largest strawberry farm in the South, if not in the entire country. Three hundred acres in strawberries is some strawberries, but that is the size of a strawberry farm that is to be planted out near Decatur. The farm is owned and managed by parties from Indiana, and this spring they planted out over 100 acres in strawberries.

AMERICAN FRUITS 50c PER YEAR

We Issue to Members A CREDIT LIST With Quarterly Supplements

The list now contains between 7,000 and 8,000 names. Membership fee \$10.00, including privilege of obtaining unlimited number of commercial ratings at cost. We also collect accounts at standard rates.

NATIONAL FLORISTS' BOARD OF TRADE
56 Pine Street, NEW YORK

NORMAN & HACKER

SPECIALTIES FOR FALL 1910.

SHRUBS and HERBACEOUS PLANTS

PAINESVILLE, O.

Peach Seed

— Established 1859 —

If you want good and reliable Peach Seed write us for prices and samples and testimonials. We make a specialty of the Virginia Natural Seed.

W. W. Wittman, 17 Hanover St.,
Baltimore, Md.

GRAVES PEACH

An Early Yellow Freestone

Ripening a week before Crawford's Early. Trees from the originator have seal attached. Prices free.

ORIGINATOR

J. W. GRAVES, Painesville, Ohio

KNOX NURSERIES

Cherry Trees

1 and 2 years old.

The best the market affords.

H. M. SIMPSON & SONS

VINCENNES, IND.

W. T. HOOD & CO. "OLD DOMINION NURSERIES" RICHMOND, VA

Offer for Fall 1910 and Spring 1911

Peach Trees, fine assortment
Pear Trees, 2 yr., unexcelled
Cherry, 2 yr., none better
California Privet, 1 yr., fine plants
Natural Peach Pits, crops 1909 and 1910
100,000 Peach Seedlings from beds for lining
General Line of Nursery Stock
Send Us Your Want List

NORTH CAROLINA NATURAL PEACH SEED, 1910 CROP

Prospects point to a good crop of Peach seed and we will be in position to make Aug., Sept. or Oct. shipment and can give country run or re-screened seed, but would advise the trade this season to buy re-screened seed as most of the stock in this section has some large seed in same. Prices on application.
HICKORY SEED CO., HICKORY, N. C.

GLADIOLUS, LILIES,

Delphinium formosum,

German and Japan Iris, Summer Flowering Bulbs

E. S. MILLER, Wading River, L. I., N. Y.

Kansas City Nurseries

GEO. H. JOHNSTON, Prop.

Successor to Blair & Kaufman

Reliance Building, Kansas City, Mo.

OFFER for FALL 1910—large stock of Carolina Poplars, Catalpa Seedlings, Cal. Privet, Concord Grapes, Currants, Asparagus, and a full line of Ornamental Shrubs, Paeonies, etc.

BUDS

Apple, Cherry Pear, Peach, Plum, etc. Ready to ship July 1st. Our growing nursery stock is very promising. Prices lower now than later. Big lot of Scions. Write for prices.

JOHN A. CANNEDY, N. & O. Co.
Carrollton, Illinois

Apple Kate Retires to Little Farm

For Forty Years She Has Sold Bright Red Apples From Her Stand Under the Black Iron Fence in the Shadow of St. Paul's, at Vesey Street and Broadway in the Metropolis--Has Seen Half a Century of New York's Growth

KATE Coughlin is going away. But perhaps you do not know Kate—Kate, the apple woman who for forty years has stood beside her little stand close under the black iron fence in the shadow of St. Paul's, at Vesey street and Broadway.

For nearly half a century, says the New York Mail, she has smiled into the faces of her customers, rich and poor alike, judges, lawyers, mayors and hungry street wanderers, while the city grew up about her. They were all the same to Kate. For each she had a bright smile, and she knew most of them by name.

And now she is going away—going up in the country to a little farm to pass the rest of her life in well-earned quiet. And the busy business men who were never too busy to call her by name will have to buy their apples elsewhere.

Few if any remember more of the growth of New York city in the last forty years than Kate Coughlin.

When she was eight years old she first took her place by the green painted stand that her mother had kept for a score years before her birth.

And since then she has numbered among her steady patrons a dozen of the mayors, hundreds of famous lawyers, bankers of national repute, and thousands whose fame was known only to Kate.

When her mother obtained a permit from the Rev. Morgan Dix to plant the apple stand in the shadow of St. Paul's, before Kate's birth, Barnum's museum stood just across the street, on the corner of Ann street, where the pile of St. Paul building now rears against the sky.

The Astor house, directly fronting the unobtrusive home of good apples, was then the fashionable hostelry of the lower city, as indeed it was in Kate's time.

One wandering along Park Row today, who had seen it when Kate took up the business left by her mother's death, would never recognize it. But Kate herself remembers well how it looked in the early seventies.

Standard Peach Packing

General satisfaction is being expressed throughout Georgia at the action taken by the executive committee of the Georgia Fruit Exchange in adopting a standard basis for packing peaches which has been recommended to the members for adoption. It is proposed to pack all peaches handled through the exchange on this basis and so brand each crate. On each crate so packed, there is to be stamped: "Georgia Fruit Exchange, Standard packer," to be followed with the basis, i. e. 2-1 pack 102 to 120 peaches to the crate; 2-2 pack 204 to 228 peaches; 3-2 pack 258 to 288 peaches and 3-3 pack, 350 peaches and over.

By this means a prospective buyer can glance at a crate of peaches and know the exact number and size it contains.

In speaking of this standard of packing, Manager I. M. Fleming says:

"The exchange will offer for sale f. o. b., the fruit of such members as follow this standard of packing and will be in a position to guarantee the grading and packing accordingly. The standardizing of the packing should place a high grade of fruit on the market, and should commend itself to the trade."

Setting Aside Trees for It

Last year the Michigan fruit exhibit at the Chicago Land Show was the best fruit display there by all odds and if determination and perseverance can win, Michigan will again take the honors. So far, about one hundred fruit growers in the counties comprising Western Michigan have agreed to set aside from one to five trees and give these trees the best possible attention for the purpose of growing superior fruits, especially apples, for display purposes. With such a good start at such an early date in the season, it is doubtful if the Harriman thousands can wrest from Michigan the laurels she now holds.

St. Paul, Minn.—The northern part of the United States from Duluth to the Pacific coast, consumed 165 carloads of strawberries this season. These cars were moved from Hood River, Walla Walla, and other famous berry points by the Northern Pacific. Not a car reached St. Paul. The fruit houses of the Northwest used them all.

A Cordial Invitation

Is extended to Nurserymen and Fruit Growers by the management of AMERICAN FRUITS to make the offices of this publication their headquarters when they are in Rochester, N. Y., at any time. The offices, 123-125 Ellwanger & Barry Building, 39 State Street, are centrally located, in the heart of the business district and in direct connection by telephones, local and long distance, with all the Nursery offices. Trade magazines, directories, files and stenographic force are at your disposal while in the city.

—THE— Xenia Star Nurseries

XENIA, OHIO

WHOLESALE GROWERS OF
APPLE, PLUM, PEAR, PEACH,
CHERRY, QUINCE, SHADE and
ORNAMENTAL TREES, EVER-
GREENS, SHRUBS and ROSES

SEED POTATOES

Carload Lots a Specialty

Raspberry, Blackberry Strawberry Plants

We have a complete assortment. Will
be glad to figure on your want-
list for Fall 1910

Personal Inspection Cordially Invited.

Xenia Star Nurseries

XENIA, OHIO

500 Acres

Waxahachie Nursery Co.

Offers the Wholesale Trade Fall 1910.

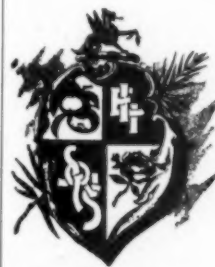
100,000 California Privet, 1/2 and 1 foot.
400,000 Catalpa and Black Locust Seedlings.
30,000 2-year Cherry, assorted, sour.

Assorted Peach, 1-year and June buds.
Plum, Apricot, Apple, 1 and 2-year. Straw-
berries, Blackberries, Dewberries, Grape,
Shrubs, Shade Trees, Roses, etc. Our ship-
ping season begins Oct. 25th. Let us figure
your want list. Waxahachie Nursery Co.,
J. R. Mayhew, Pres., Waxahachie, Texas.

The Southwestern Nursery Company Okemah, Oklahoma

WE WILL HAVE A FINE LOT OF
1-YEAR APPLE, PEACH, PLUM AND BUDDED ROSES,
2-year California Privet, Carolina Poplars
and Catalpa Speciosa. Everything extra fine.
Will be able to ship late Fall or early Spring.

The Monroe Nursery I. E. Ilgenfritz' Sons Co. MONROE, MICH.



Over
Sixty Years
in the
Business

Offer a
General
Line of

CHOICE NURSERY STOCK

Plum, Cherry, Etc.
Peach, Std. Pear,

Correspondence Solicited

I. E. ILGENFRITZ' SONS CO.
MONROE, MICH.

Manufacturers of the Celebrated Ilgenfritz
Graft and Stock Planter
and Firmer.

P. SEBIRE & SON

Nurserymen, Ussy, Calvados, France

Offer a general assortment of Fruit Tree Stocks,
such as Apple, Pear, Myrobalan, Plum, Mahaleb
and Mazzard Cherry, Angers Quince, Small Ever-
greens, Forest Trees, Ornamental Shrubs, Roses,
Etc. The largest stock in the country. Prices very
low. Grading and packing the very best. Send for
quotations before placing your orders. Catalogue
free.

C. C. ABEL & CO.

Agents for United States and Canada

110-116 Broad Street, New York

Compass Buds In Quantity

Low Price On Early Orders

L. H. SMITH, Nurseryman

Council Bluffs, Iowa

American Fruits Monthly Guide for Purchasers

Rate for Announcements in this Department: 25 cents per line; minimum charge \$1.00.

NURSERIES

ALABAMA

W. F. HEIKES, MGR., HUNTSVILLE—Apples, pears, plums, peaches, cherries, roses, pecans and magnolia grandiflora. Send for price list.

ARKANSAS

PARKER NURSERY CO., FAYETTEVILLE, ARK.—Write for prices on Sugar Maple trees, all sizes. One year Apple; attractive prices.

FRANCE

F. DELAUNAY, ANGERS—Fruit tree stocks: Apple, Angers quince, mazzard, mahaleb, myrobalan cherry, pears. Forest trees, seedling and transplanted. Roses, evergreens.

P. SEBIRE & SON, USSY, CALVADOS (C. C. ABEL & CO., 110 Broad St., New York City)—General assortment of fruit tree stocks. Catalogue free.

GEORGE E. DICKINSON, 1 Broadway, NEW YORK CITY—Dealer in nursery stock. Importers of nursery stock and ornamentals. Agent in U. S. for E. T. DICKINSON, Chatenay, Seine, France.

INDIANA

E. Y. TEAS & SON, CENTERVILLE, IND.—The new Hydrangeas; strong 2 and 3 year plants; the largest stock in America. 50,000 Peonies. Hardy Shrubs, Hardy Privet, Gladiolus, etc.

C. M. HOBBS & SONS, BRIDGEPORT—We are headquarters for apple and other stock, both fruit and ornamental. Catalogue. CATALPA SPECIOSA PURE.

W. C. REED, VINCENNES—Cherry trees, one and two year. General line of other stock.

J. K. HENBY & SON, GREENFIELD—We offer a complete assortment of General Nursery stock; expect to have over three million Catalpa Speciosa pure.

KANSAS

J. H. SKINNER & CO., TOPEKA—Fruit and ornamental trees and shrubs. Apple and pear seedlings. Forest tree seedlings.

KENTUCKY

WILLADEAN NURSERIES, WARSAW—Lowest prices on ornamental trees, shrubs and tree seedlings. Catalpa Speciosa or Black Locust Seedlings in any quantity.

MARYLAND

J. G. HARRISON & SONS, BERLIN—General line of nursery stock. Great variety of small fruits. Strawberries a specialty. Evergreens, too.

CHARLES M. PETERS, SALISBURY—Fruit and seed farms. Grape vines. Crimson clover seed and cow peas. Price list on request.

FRANKLIN DAVIS NURSERY CO., BALTIMORE—General line of nursery stock. Specialties as announced elsewhere in this issue.

MICHIGAN

I. E. ILGENFRITZ'S SONS CO., MONROE—Growers and dealers. Standard fruit trees, dwarf fruit trees, small fruits, ornamentals, shade trees. Employ agents, issue catalogues.

MINNESOTA

THE JEWELL NURSERY CO., LAKE CITY—Established in 1868. 1,200 acres, all at Lake City. Wholesale and retail. Largest growers of hardy stock in the United States.

MISSISSIPPI

UNITED STATES NURSERY CO., ROSEACRES—Field grown roses, shrubs, Iris, Peonies.

MISSOURI

STARK BROS. NURSERIES AND ORCHARDS CO., LOUISIANA—General line of nursery stock in large quantity and variety. Nurseries east, west and south. Quotations promptly submitted.

NEBRASKA

FREMONT NURSERIES, B. E. FIELDS & SON, PROPRIETORS, FREMONT, NEB.—Growers and dealers in all kinds of fruit, ornamental and shade trees. Grape vines, small fruits, roses, shrubbery and all kinds of forest tree seedlings. Lowest prices consistent with quality.

NEW JERSEY

CHARLES BLACK, HIGHTSTOWN—Large stock of Cal. Privet 1 and 2 year old, 12 in. to 4 ft.; grade and price will please; special low prices on our car lots. Also Ampelopsis Veitchii, strong transplanted 2 year plants.

NEW YORK

ELLWANGER & BARRY, ROCHESTER—Fruit and ornamental trees, shrubs, evergreens, roses, hardy plants. Catalog on request. LARGEST AND MOST VARIED COLLECTIONS IN AMERICA.

JACKSON & PERKINS COMPANY, NEWARK—Ornamentals, roses, clematis, tree hydrangeas, perennials, etc. Agents for foreign houses selling French fruit tree seedlings. Belgian Azaleas, exotic plants, etc. WHOLESALE ONLY.

W. & T. SMITH CO., GENEVA—Highest grade stock of fruit and ornamental trees, shrubs, roses, evergreens, vines, etc. Catalogs. LOWEST PRICES CONSISTENT WITH QUALITY.

C. L. VAN INWAGEN, NEWARK, N. Y.—Grower and Dealer in Nursery Stock; Black Diamond, Ohio and Columbian Tips, Dahlia and Gladiola Bulbs, German Iris, Phlox, Paeonies and Strawberry Plants.

THE VAN DUSEN NURSERIES, W. L. McKAY, PROPRIETOR, GENEVA—Grower of fruit trees, small fruits, ornamental stock. PEACH TREES, constant renewal of buds from tested bearing trees. Issues catalogue.

T. S. HUBBARD CO., FREDONIA—Grape vines a specialty. Forty-three years' experience. Complete stock of one and two year old. Also one year Currants.

NORTH CAROLINA

JOHN A. YOUNG, GREENSBORO—Natural peach pits and general nursery stock.

E. W. JONES & CO., MOUNT AIRY—Natural peach seed; new crop; at special low price to introduce Nursery Trade. Collected where yellows and other diseases do not exist.

OHIO

STORRS & HARRISON CO., PAINESVILLE—Growers of everything that makes a complete nursery. Issues catalogues and price lists. Wholesale and retail. Specialists in whatever we propagate.

THE L. GREEN & SON CO., PERRY, LAKE COUNTY—A general line of all kinds of nursery stock.

XENIA STAR NURSERIES, XENIA—Wholesale growers of fruit and ornamental nursery stock. Seed potatoes. Raspberry, Blackberry, Strawberry plants. Complete assortment.

W. N. SCARFF, NEW CARLISLE—Everything in small fruit plants. Ask for price list. Large stock and great variety.

TENNESSEE

SOUTHERN NURSERY CO., WINCHESTER—Apples, 2 year old, grafts and buds. Shade and ornamental stock. Roses on own roots. Let us price your list.

GREENBRIER NURSERY CO., GREENBRIER—Peach buds, twenty-five leading commercial varieties. Ask for list.

TEXAS

ALGOA FRUIT & NURSERY CO., ALGOA, TEXAS—Southern Specialists in oranges and other citrus fruits, Magnolias, Figs, Magnolia Graniflora, Jasmine, Arbor Vitae and hardy ornamentals. Wholesale and retail.

WAXAHACHIE NURSERY CO., WAXAHACHIE—Peach, plum, pear, cherry. Roses. Exceptionally fine stock. Let us quote you prices. Correspondence solicited.

VIRGINIA

W. T. HOOD, RICHMOND—California privet. Several hundred bushels Natural Peach Pits.

WASHINGTON

PACIFIC COAST DAHLIA AND PERENNIAL GARDENS, SEATTLE—Dahlias, Irish Shamrock. Seedling Yucca, Glauco, Clematis Virginiana and White Birch, Hardy Ferns, Sphagnum Moss, B. D. Chestnut, Propr.

LABELS

BENJAMIN CHASE CO., DERRY—All kinds of labels for nurserymen's use. Samples and prices submitted upon application.

KNIVES

MAHER & GROSH CO., TOLEDO—Nurserymen's knives of all kinds. Propagating knives, pruners, budders, grafters.

From Mukden, China

A recent communication from Mukden, China, to Ellwanger & Barry, Rochester, N. Y., reads as follows:

"The shipment that you consigned to me under date of February 17th, arrived here on the 27th of May. Long delays were caused by the avalanches on the Pacific Coast and to a delay in trans-shipment at Kobe. In spite of these delays the stock arrived in excellent condition and at the present time fully two-thirds have developed strong buds and shoots."

Walnuts for Fighting Bulls

The United States consul-general at the City of Mexico reports the arrival at Mexican ports of several Spanish ships bringing in loads of English walnuts. The nuts are being distributed among the ranches near Mexico City for use exclusively in feeding fighting bulls.

The walnuts are supposed to put the animals on edge for ring encounters.

Pre-cooling Plant Ready

J. L. Denny, government expert, attached to the United States department of agriculture, at Washington, in charge of Uncle Sam's pre-cooling car refrigerators, has arrived in Atlanta, Ga., with the pre-cooling outfit which belongs to the United States government and which has been placed at the disposal of the Georgia Fruit Exchange for the coming season.

The outfit, which has crossed the continent coming direct to Atlanta from California, where it has been in operation throughout the winter, is now at a foundry being put into condition for the coming peach shipping season.

Better Peach Rates

Announcement is made by Manager Fleming, of the Georgia Fruit exchange, of notice of the most sweeping reductions in freight rates on Georgia fruit from Fort Valley and other Georgia points to interior points in New York state and throughout Pennsylvania. This reduction amounts to about \$25 a car.

Colorado Crop Conditions

Mrs. Martha A. Shute, secretary of the Colorado horticultural bureau, has received reports from inspectors in all parts of Colorado, indicating that the fruit crop of the state this year will be one of the biggest on record. Orchard heaters have saved the situation in a number of places and where damage is reported it is usually clear that the smudge pots might have saved the crop if they had been used early enough.

Irrigating Strawberries

Cameron, Wis.—H. L. Chaffee was irrigating his strawberry patch, July 2, using a gasoline engine to do the pumping, and had pipes laid out into the patch.

Communications from former and prospective exhibitors at the National Horticultural Congress at Council Bluffs, Ia., forecast the most successful exhibition since the founding of the society, according to President J. P. Hess.

Heikes-Huntsville-Trees

HUNTSVILLE WHOLESALE NURSERIES



Huntsville, Ala.

For the Fall of 1910 and Spring of 1911
We Offer

Apples, Pears, Plums, Cherries,
Peaches, Roses, Pecans, and
Magnolia Grandifolia

In Large Quantities as Usual

See Our Price List for Particulars.

Address, W. F. HEIKES, Mgr., Huntsville, Ala.

Vincennes Nurseries

W. C. REED, Prop. Vincennes, Ind.

Leading Specialties for Fall 1910 and Spring 1911

Cherry, 2 year $\frac{3}{4}$ to 1 inch and 1 inch up. These are best Block we have ever grown
Cherry, one year, all leading varieties, strong on Sweets such as Bing, Lambert, Luelling and other Western sorts
Standard and Dwarf Pear, one and two year
150,000 Apple one year, strong on leading commercial sorts
10,000 Quince, one and two year
30,000 Plum, one and two year on Plum and Peach Roots
150,000 Peach, one year, all leading varieties
5,000 Norway Spruce 2 to 3 and 3 to 4 feet
Also general line of other stock. Personal inspection invited
Our Blocks of Cherry are among the largest in the country.
None better

PEACH SEED

I have about 50 bushels 1909 crop of
Natural pits in perfect condition that
I can yet spare. First order gets them.

JOHN A. YOUNG

GREENSBORO NURSERIES
GREENSBORO, N. C.

French Nursery Stocks

Fruit Tree Seedlings and Ornamentals

Pear, Apple, Plum and Cherry and Angers Quince Cuttings grown for the American trade. Pear and Crab Apple Seeds. Most complete assortment of Ornamental Stocks, Trees and Shrubs. Orders solicited and booked now at low rates.

E. T. DICKINSON, Chatenay, Seine, France

GEO. E. DICKINSON, 1 Broadway, New York

Just Off the Press

The 1910 Edition of Our

Descriptive Catalogue for Nurserymen

Carefully revised, new varieties added, new halftone illustrations and a handsome new lithographed cover.

Sample 15c. \$8.50 per hundred, with your card printed on the cover

Rochester Lithographing Co.

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THE L. Green & Son Co.

Perry, Lake Co., Ohio

Specialties for Fall 1910

Fine line of 2-yr. Std. Pear 1-2 to 5-8 in. and 5-8 to 3-4 in., strong on Bartletts. Also Cherry, all grades. 2-yr. Concord Grapes.

Catalpa Speciosa 8-10 ft; American Elm 8-10 and 10-12 ft; Horse Chestnut, 5-6 ft.; Magnolia Accuminata; Norway Maple; Silver Maple; Car. Poplars under 1 - 1-2 in.

A good assortment of shrubs and a nice collection of ornamentals.

Let us figure on your wants before placing your orders

Franklin Davis Nursery Co

BALTIMORE, MD.

We offer for FALL 1910 and SPRING 1911.

APPLE—One and two year; heavy on York Imperial, Stayman's Wine sap, Blacktwig, Grimes Golden and other standard varieties.
PEAR—Standard—Kieffer, 2 and 3 year, and other leading kinds.
PEACH—Expect our Peach to be fine; we have a heavy stock and will book orders for several carloads now. Peach are bound to advance. We are heavy on Elberta, Carmen, Crawford's Late, Old Mixon Free, Stump, Beer's Smock, etc., etc.

ASPARAGUS—1 and 2 year; Palmetto, Barr's, Conover's, Giant.
CHERRY—2 year, leading varieties.
PRIVET—1 and 2 year, a fine lot of heavy No. 1 plants.
POPLARS—A fine lot of Carolina and Lombardy in all sizes, by the carload.

PLANES—A fine lot of Oriental Planes in all sizes.
CATALPA SPECIOSA—Several thousand at a low price.
ELMS, AMERICAN—Several hundred nice trees.

WALNUTS, JAPAN—In all sizes.
EXTRA LARGE BUSHY SHRUBS—Such as Altheas, Weigelas, Spireas, Deutzias, Snowballs, Judas, Hydrangea P. G.

EXTRA LARGE SUGAR MAPLES—Several hundred 3 to 3½ and 4 to 4½ inches, fine trees, with good heads and straight bodies.
We also have a general line of other stock. Send us YOUR WANT LIST.

FAIRFIELD NURSERIES

FRUIT AND SEED FARMS

OFFER FOR FALL, 1910—Grape Vines, one and two years old, varieties largely Moore's Early, Concord and Niagara. Also Scarlet or Crimson Clover Seed and Cow Peas. Free from weed seeds, re-cleaned and guaranteed first class.

Correspondence Solicited.

Price List Upon Request.

CHARLES M. PETERS

P. O. Address, SALISBURY, Wicomico Co., MD.

R. F. D. 3

Long Distance Phone and Telegraph, Salisbury, Md.



These Days Are "Evergreen Days" and Your Customers Are Ready!

YOU ought to be profiting by the lively demand for first-class evergreens—right now, when evergreens can be transplanted to the best advantage, you ought to be enjoying your share of the business and the profits that belong to it.

Are you? If not, we would suggest that evergreens of the quality shown in the picture at the top and the lower left-hand corner, would help! These are from photographs made in our Nurseries during the past year, and show the results produced by extra careful cultivation and tending.

American Arborvitae, more than 1,500 plants in sizes up to 5 feet; Norway Spruce, 25,000 trees from 1 to 6 feet; an elegant stock of Koster's and Colorado Blue Spruce—more than 3,000 trees—these varieties picked at random, will give an idea of the extent of our Evergreen Department.

You Are Invited to Visit Berlin This Summer

You've been planning a trip to Harrison's Nurseries for a long while—why not arrange that vacation trip so as to take it in *this* summer? We're easily reached from Baltimore and Philadelphia; only seven miles from Ocean City, Maryland's noted shore resort. Railroad service in four directions from Berlin every weekday.

Let us show you more than 2,000 acres of Nursery. We will meet you at the station and do everything possible to make your stay an entirely pleasant one.

Write, saying when we may expect you.

Evergreens receive a good share of attention with us, and the results speak for themselves. They succeed for us; with ordinary care, they will succeed for your customers, and thereby will increase their confidence in you and the stock you sell, helping you to build up the kind of trade that *stays and pays*.

Before very long, now, your customers will be interested in deciduous shade trees. The lower right-hand illustration shows what we're doing with Norway Maple this year—we offer over 10,000 choice trees in various sizes—and we have plenty of other kinds and varieties of equal merit.

Suppose you lay down your paper and drop us a postal right now, asking us to send our full list of surplus stock, with prices and full particulars of whatever you're especially interested in. We'll gladly do it—and you'll find the minute required for the writing was mighty well spent!

Surplus List for the Fall Trade

700,000 Peach, one year from bud.
500,000 Apple, 1-yr. bud, 5 to 6 ft.
500,000 Apple, 1-year grafts, 3 to 5 ft.
100,000 Apple, 2-year buds, $\frac{3}{8}$ to $\frac{3}{4}$ in., and $\frac{3}{4}$ in. and up.
50,000 Keiffer Pear, 2-year; 50,000 1-year, 4 to 5 ft.
10,000 Bartlett Pear, 2-year, $\frac{3}{8}$ to $\frac{3}{4}$ in., 1,000 $\frac{3}{4}$ to $\frac{3}{4}$ in.

30,000 Cherry, sweet and sour, leading varieties, $\frac{3}{8}$ and $\frac{3}{4}$ in., 2-year; 20,000 1-year.
10,000 Plum, 2-year, $\frac{3}{8}$ to $\frac{3}{4}$ in., and $\frac{3}{4}$ in. and up.
2,000 Quince.
100,000 Asparagus, 2-year; 200,000 1-year.
Norway Maple, 200 2-in., 2,000 1 $\frac{1}{2}$ in., 3,000 1 $\frac{3}{4}$ in., 5,000 1 in., 10,000 $\frac{3}{4}$ in.
Koster's Blue Spruce, 1,000 12 to 15 in., 1,000 18 to 24 in.

Colorado Blue Spruce, 1,000 12 to 15 in., 100 2 ft., 50 3 ft., 25 4 ft.
American Arborvitae, 1,000 2 ft., 300 3 ft., 300 4 ft., 300 5 ft.
Norway Spruce, 100 6 ft., 300 5 ft., 3,000 4 ft., 4,000 3 ft., 5,000 2 ft.
Silver Maple, 500 2 in., 5,000 1 $\frac{1}{2}$ in., 3,000 1 $\frac{3}{4}$ in., 5,000 1 in., 10,000 $\frac{3}{4}$ in.

Box Elder 1,000 2 in.
American Black Ash 1,000 1 $\frac{1}{2}$ in.
Carolina Poplar 1,000 1 $\frac{1}{2}$ in., 1,000 1 in., 1,000 $\frac{3}{4}$ in.
American Linden 1,000 1-in.
American Elm 1,000 1-in.

CALIFORNIA PRIVET

50,000 1 to 2 ft. 50,000 18 to 24 in.
50,000 2 to 3 ft. 50,000 3 to 4 ft.
20,000 4 to 5 ft. 10,000 5 to 6 ft.

Blue Cedar, 1,000, 2 ft. Baby Rambler Rose, 5,000, 3-yr.
50,000 Berberis Thunbergii, 18 to 24 in. Rhododendrons,
18 in. Azaleas, 1 ft. Bay Trees, 5 ft. Hemlock Spruce, 5 ft.

GRAPES

80,000 Concord, 2-yr. transplanted. 80,000 1-yr. Concord.
20,000 Moore's Early, 2-yr. transplanted.

100 Acres in Strawberry Plants.
Buds Ready July 1.—We have over 50,000 Peach in Nursery to cut buds from, and 10,000 bearing trees, over 50 varieties.

We have 100,000 Apple in Nursery to cut buds from, and thousands of fruiting trees, over fifty varieties.

Pears.—We have 40,000 Kieffers in Nursery to cut buds from, and 3,000 bearing Kieffers. We have 3,000 Bartletts to cut buds from.

Plums.—We have 10,000 Plums in Nursery to cut buds from and bearing orchards, Abundant, Burbank, Wickson, Red June.

Cherries.—We have 300,000 Cherries in Nursery to cut buds from, sweet and sour: Earl, Richmond, Montmorency, Black Tartarian and others.

Harrison's Nurseries
J. G. HARRISON & SONS PROPRIETORS
BERLIN MARYLAND

